Automotive News

AUGUST 31, 1992

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NEWSPAPER

Chrysler hikes parts markup

MARY CONNELLY
Staff Reporter

On Jan. 1, Chrysler Corp. will raise dealer margins by one-third on parts used in warranty work for vehicles built on new platforms.

By agreeing to dealers' demands for a higher parts markup, Chrysler joins Ford Motor Co. and Toyota Motor Sales U.S.A. Inc. and adds pressure on General Motors to follow suit.

Starting Jan. 1, Chrysler will pay a 40 percent markup on warranty replacement parts for the Jeep Grand Cherokee, Dodge Viper and the new LH sedans — the Dodge Intrepid, Eagle Vision, Chrysler Concorde and Chrysler New Yorker. Chrysler will pay the higher rate on future models built on new platforms.

Chrysler will continue to pay a 30 percent markup on warranty replacement parts for other vehicles.

The markup on warranty parts is the amount (expressed in percentage) above dealer cost that the factory pays the dealer for the parts installed in warranty work. Labor is not involved. The norm is 30 percent. Dealers want 40 percent or more. On a $20 part with a 30 percent markup, the factory pays $26. On a $20 part with a 40 percent markup, the factory pays $28.

Chrysler said it expects "a significant decline" in warranty work because of new product quality.

In May, Ford agreed to raise its markup to 35 percent on all 1993 models beginning June 15, and to 40 percent on 1994 models. Warranty parts on pre-1993 models carry a 30 percent markup. Ford chose the June 15 date because some of its 1993 models had gone on sale by that time.

In June, Toyota Motor Sales U.S.A. said it will pay Toyota and Lexus dealers cost plus 45 percent for parts on warranty claims beginning Oct. 1 on 1993 models. The markup remains at 30 percent for warranty parts on older vehicles.

Last February, the industry had expected GM to lead the way in increasing the markup on

see MARKUP, 35

late news

Big 3 file minivan appeal

WASHINGTON — The Big 3 on Friday filed their appeal in the minivan dumping case against Toyota and Mazda.

Chrysler Corp., General Motors and Ford Motor Co. are contesting a June 24 International Trade Commission ruling that domestic minivan makers were not injured by Toyota and Mazda pricing practices.

The Big 3 argued at the Court of International Trade in New York that the trade commission underestimated the competition for minivan sales and the impact of artificially low Japanese prices.

If the Big 3 win, Toyota Previas and Mazda MPVs could be subject to $2,000 or more in additional duties.

— Max Gates

Dodge adopts ram emblem

Chrysler Corp. will adopt a new Dodge emblem in the 1993 model year.

The logo is a new rendering of the division's trademark ram's head, according to Frank Galeana, chairman of the Dodge National Dealer Council. It will be featured in advertising and affixed to the rear or side panel of the 1993 Dodge Intrepid sedan, Galeana said.

Dealers at the company's 1993 new-model announcement show in Las Vegas last week also previewed upcoming advertising.

Chrysler Chairman Lee Iacocca, in his last TV ad for the company, touts the 1993 LH sedans as a home run and looks to the company's future. Minivan TV ads feature owner testimonials. And one TV ad for the LH stresses the

see LATE NEWS, 2

JIM DUNNE/POPULAR MECHANICS

The highly disguised car in this spy photo is thought to be the replacement for the Oldsmobile Toronado, expected in the 1994 calendar year on GM's new front-wheel-drive G-platform.

BALANCING ACT

GM divisions hunger for new product, but funds are tight

Fourth in a series.

PHIL FRAME
Staff Reporter

Much of General Motors' product future hangs in question as the company balances some desperate needs against a capital budget crimped by two straight years of heavy losses.

Look no further than Chevrolet — the heartbeat of GM and America — for an illustration. Chevrolet/Geo has lost 1.6 percentage points of market share since 1990. In just about every product, it's been outrun by rival Ford. And the division hasn't had a major product restyled since the widely derided 1991 Caprice.

Some help arrives this year in the form of a new Camaro and Geo Prizm and a freshened Caprice. But a clear sign of Chevrolet's needs comes next year, when an overhauled Lumina reaches showrooms. Like the Caprice, the car has never lived up to its expectations. And significantly, GM kept the remake in the 1994 model year rather than delay it, as it did with the other W-body cars: the Pontiac Grand Prix, Oldsmobile Cutlass Supreme and Buick Regal.

Seven other Chevrolet cars and trucks get redesigns or facelifts next year. And their fate will help determine how far GM's product reach extends for the rest of the decade. More Chevrolet sales mean more profits for GM and more capital for new

see GM, 22

One-price will stay, study says

No-haggle system picks up support

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Should consumers be able to buy a car the same way they buy dresses, dishes and detergent — without having to haggle over price?

In a study to be released this week, J.D. Power and Associates suggests they should.

The 134-page study, called "One Price Selling: Revolution in the Showroom," says "selling cars and trucks without negotiation may become a dominant selling practice within the U.S. automotive industry in the future."

Citing other research that shows that more than two-thirds of buyers "dislike the negotiation process and distrust automotive salespeople," the Power study suggests that dealer-initiated, one-price strategies may be the best way to win over weary consumers.

"We're convinced that customers aren't happy with the way things are now and they want to buy cars a different way," said Doris Ehlers, a J.D. Power account director who headed the study. "To the degree that one-price, no-haggle is a solution to that, it's here to stay."

J.D. Power and Associates is a market research firm in Agoura Hills, Calif.

Ehlers estimates that hundreds of dealers use the single-price procedure. Although that is a tiny portion of the nation's 23,000 dealers, the practice has attracted lots of attention this year.

Advocates say it clears up the confusion caused by rebates and incentives and the sales process itself. It also has been billed as a way to gain attention and improve customer satisfaction.

Even the National Automobile Dealers Association is taking the concept more seriously.

"We're critical of any move away from salespeople, and some one-price dealers seem to be going that way to cut expenses," said Tom Webb, NADA's chief economist. But Webb said he has nothing

see ONE PRICE, 38

Hurricane gives dealers possible knockout punch

CHARLES M. THOMAS
and JACK KEEBLER
Staff Reporters

In the aftermath of Hurricane Andrew, many automobile dealers in south Florida and coastal Louisiana are wondering when and if they should rebuild their businesses.

"Some dealerships suffered massive damages," said Richard Baker, executive vice president of the 200-member South Florida Auto-Truck Dealers Association. "It will take months for residents to get back on their feet. Dealers don't know when people will have enough money to start buying cars again or whether they should rebuild."

Baker said the city of Homestead, where 20 dealerships were destroyed, sustained the most hurricane damage.

"Buildings are just flattened, and there is 30 miles of it," he said. "The further south in Dade County you go, the worse it gets."

Hurricane Andrew's 140 mph winds with gusts exceeding 164 mph pounded the city for four

see ANDREW, 34

ORLANDO NOA

Hurricane Andrew put a halt to a sale at South Motors in Miami.

Automotive News

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GM strike halts Saturn assembly line. PAGE 4

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Mexico strike delays arrival of VW cars. PAGE 4

JAPAN SETS STANDARDS
Common denominators for electric cars in works. PAGE 6

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So says Mercedes in its new advertising campaign. PAGE 6

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Ford moves V-8 production out of Jaguar plant. PAGE 8

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▲ Volvo 850 represents many firsts and lasts. PAGES 8, 15

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KGP PHOTOGRAPHY

New Mustang draws closer

Development continues on the 1994 or 1995 Mustang, spotted undergoing hot-weather testing. This prototype reveals sporty, aerodynamic styling. A rumored high-performance version could receive the 32-valve, 4.6-liter V-8 that will debut in the 1993 Lincoln Mark VIII.

latenews

CONTINUED
from PAGE 1

ozone-safe refrigerant 134a that is used in the vehicle, Galeana said.

All Eagle advertising will use the tagline "not intended for use by the general public," according to a dealer source.

— Mary Connelly

Iacocca bids adieu to dealers

Chrysler Corp. Chairman Lee Iacocca last week challenged the company's dealers to vault the automaker into the forefront in satisfying customers.

Iacocca, who is preparing to retire at year's end, asked the dealers to pledge to satisfy customers in the showroom.

In a farewell address to 4,900 dealers at the company's 1993 new-model announcement show in Las Vegas on Thursday, Iacocca said, "I am absolutely convinced service is the thing that will separate the winners from the losers in this business from now on."

Iacocca told the dealers that he wanted to be remembered not for what he has left behind, but for what he has had a hand in starting while at the automaker's helm.

— Mary Connelly

1993 Mirage starts at $7,649

LOS ANGELES — Mitsubishi Motor Sales of America Inc. has priced its 1993 Mirage.

The entry level coupe will start at $7,649, the ES model at $8,939 and the LS at $10,299. The sedan also comes in three trim levels, with the base at $9,439, the ES at $10,479 and the LS at $12,079.

The base model has the same 1.5-liter, four-cylinder engine as the coupe while the ES and LS get a 1.8-liter, four-cylinder engine. The 1992 Mirage came as a three-door hatchback and a sedan.

Diamond-Star workers settle

BLOOMINGTON, Ill. — Hourly workers at the Diamond-Star Motors Corp. plant here were expected to ratify a new three-year contract on Sunday.

The tentative pact was hammered out late last week, but no details were released.

Daewoo moves into Uzbekistan

South Korea's Daewoo Group announced last week that it will set up a $600 million joint-venture plant in the former Soviet Republic of Uzbekistan to build some 180,000 mini-vehicles a year. Daewoo said it will hold 50 percent of the venture, which will be located near the city of Tashkent.

Daewoo is Korea's fourth biggest conglomerate. Its Daewoo Shipbuilding and Heavy Machinery Co. produces mini-vehicles based on Suzuki Motor Co. models.

— Oles Gadacz

Ford exports up 33% for '92

DEARBORN, Mich. — Increased orders for the Ford Explorer and Probe should help keep Ford's export numbers up through the remainder of the year, Ford officials say.

Ford Motor Co. exported 22,892 North American-made vehicles in the first six months of this year, a up 33 percent from the year-ago period.

More than a third of those vehicles went to Middle East countries, which favor the Mercury Grand Marquis and Ford Crown Victoria. But several new European countries will receive the Explorer by year's end.

Ford also signed its largest single export fleet order to send 3,010 Tempos to the People's Republic of China for use as taxicabs.

A much larger deal with an association of taxi drivers in Argentina for 65,000 Tempos never materialized.

GM offers Hughes stock

General Motors will sell 25 million shares of Class H common stock, a class based on the financial performance of GM Hughes Electronics Corp.

The offering includes 21.5 million shares acquired by General Dynamics Corp. when Hughes Aircraft Co., a GM Hughes Electronics subsidiary, purchased General Dynamics' missile business. At that time, it was agreed that GM would sell the stock for General Dynamics.

Newly issued Class H stock from GM makes up the balance of the offering. The underwriters have an option to exercise a 15 percent overallotment of shares.

The main purpose of the public offering is to sell General Dynamics' shares, although GM also wants to increase the liquidity of the Class H stock. Gross proceeds from the sale could reach $612 million, or about $704 million if the underwriters exercise their overallotment option. Proceeds from the offering beyond General Dynamics' shares will be used for general corporate purposes, GM said.

— Phil Frame

GM to sell bearing plants

General Motors is seeking a buyer for its bearing business operated by the Delco Chassis Division at three plants in the United States and Spain.

About 3,000 people are employed at Delco Chassis' bearing plants in Sandusky, Ohio; Bristol, Conn.; and Cadiz, Spain. The Sandusky and Cadiz operations make integral wheel spindle bearings and speed sensing bearings. The Bristol plant makes a variety of bearings for automotive and aerospace applications.

GM previously announced the Bristol plant was for sale, but added the other two plants so a prospective buyer could acquire a full bearing business portfolio, said George Johnston, Delco Chassis general manager.

— Phil Frame

Peterbilt to relocate

NEWARK, Calif. — Peterbilt Motors Co., a division of Paccar Inc., will move its headquarters and engineering activities to Denton, Texas, in 1993.

Division staff will move next spring and the engineering group in the summer.

One of Peterbilt's two Class 8 truck plants is in Denton, which is just north of Dallas.

briefly

Madison Ave. take note

U.S. makers just aren't aggressive enough when it comes to the Japanese consumer. So says Takaharu Kobayakawa, general manager for corporate communications for Mazda Motor Corp. Kobayakawa, who was the project manager for the new RX-7, says the Chrysler minivans would be a big hit if marketed properly in Japan. "The Chrysler minivans are excellent," he said, "and the new Jeep Grand Cherokee, that's also nice." The engineer-turned-Mazda-spokesman says Chrysler's minivans are the most talked about vehicles in Asia and Europe. Kobayakawa said the Probe, which Ford will export to Japan next year as right-hand-drive versions, should be a hit in Japan. Two vehicles that wouldn't make it, in his opinion: The Cadillac Seville, which he says is a good car but too large, and the Saturns "because they're not stylish enough."

VROOMSKY, VROOMSKY — A park built under Josef Stalin to show the Soviet people how Communism was outpacing the West was the site of the first Moscow International Motor Show last week. Automakers eager to break into the market brought their hottest models to Moscow's first international auto show. Imported cars have become a status symbol for the new rich, and an object of fascination for ordinary Russians as the country tries to switch from Communism to a free market.

JUST LOOKING — Pontiac held a 1993-model press preview at the remodeled Bob Jeanotte Pontiac-GMC Truck store in Plymouth, Mich. That drew about 110 journalists, division personnel and others. Pontiac General Manager John Middlebrook told dealer Jeanotte, "Look around; this proves the factory can build showroom traffic."

GREAT EXPECTATIONS — After five years, **Nissan** has replaced its "Built for the human race" slogan with a new pitch: "It's time to expect more from a car." Or in the case of the campaign's first target, the Quest, "It's time to expect more from a minivan." Ad agency Chiat/Day/Mojo created the spots to help paint Nissan as a full-line automaker, not just a purveyor of speedy cars.

THE NAME GAME — First, **Nissan's** U.S. sales arm fought to rename the Stanza the Altima for 1993. Then, the company had to battle with a Concord, Calif., computer company, Altima Systems Inc., that has a patent on the name. Nissan won that battle last week. But since Nissan missed a deadline for filing the name with the government, it needs to keep a Stanza badge on it.

Spy photographers: Eat your heart out.

COY CAMARO — Though **Chevrolet** won't take the wraps off its all-new Camaro for the media until fall, it tucked this tease shot into the division's 1993 press kit with a message for undercover shooters Jim Dunne and Hans Lehman. The photo's caption: "1993 Chevrolet Camaro . . . Jim, Hans, et al.: Eat your heart out."

service & parts

Toyota offers aid for bad Camry door locks

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Aiming to preserve its reputation for quality, Toyota Motor Sales U.S.A. Inc. has launched a program for 890,000 Camry owners whose automatic door locks could jam and trap them in their cars.

Under the plan:

- Customers with broken locks can call Toyota's toll-free assistance center for instructions.
- Toyota dealers will temporarily convert working power door lock systems to manual operation.
- Toyota will fix any problems for no charge and will consider reimbursing owners who have already paid for repairs.

Consumer Reports magazine brought the issue to national attention in its September issue. It cited some problem cases, including a Maryland woman who had to have firefighters break into her 1989 Camry, where she was trapped after she found the locks disabled, the door panels hot and the car filled with smoke.

Since May, the National Highway Traffic Safety Administration has been investigating reports that automatic door locks on 1987-91 models can jam and lock people out of their cars — or worse yet, lock them in.

According to Toyota, there have been 60 reported cases.

According to the magazine, the problem is caused by an electric relay that sticks open, allowing an uninterrupted flow of electricity to the door lock solenoids. The solenoids then overheat and seize, disabling the locks. Melted insulation from the solenoid will drip onto the lock mechanism, preventing the locks from being opened manually.

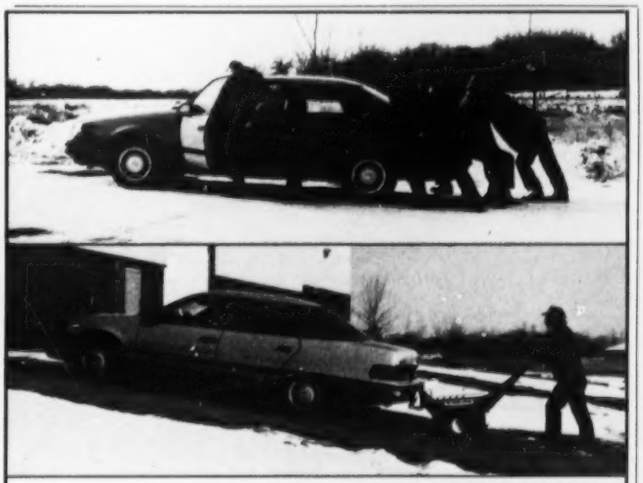
Before Toyota initiated the program, dealers were charging customers for repairs. Toyota spokesman Joe Tetherow says those customers can submit a claim that "will be considered for reimbursement."

If customers are worried even though the car is fine, they can have the car converted from automatic locks to manual for no charge.

Dealers will convert the locks back to automatic once the investigation is complete.

Until then, *Consumer Reports* recommends owners take several precautions, including leaving the doors unlocked while driving except in high-crime areas and carrying tools inside the car to break a window if necessary.

Toyota stresses that it began the program to alleviate customer concerns even though Toyota doesn't yet think the problem warrants a recall. Toyota is participating in the NHTSA review. Toyota will submit a response to a supplemental investigation inquiry today.



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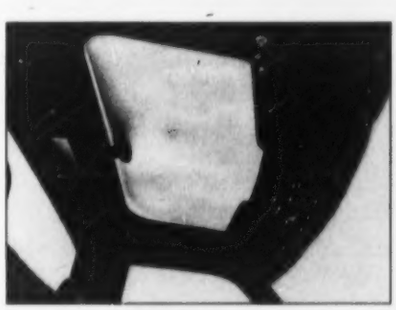

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in brief

SERVICE

Land Rover starts parts program

LANHAM, Md. — Land Rover North America Inc. is inaugurating a training and incentive program for dealership parts and service staffs.

The Parts Pro program includes questionnaires, product and parts information, business improvement tips from dealers and special price offers on Range Rover parts and accessories.

Dealership participants will also compete for prizes under the incentive part of the program, which is modeled on the company's Grenadier incentive program for salespersons.

EPA certifies UL-tested recyclers

NORTHBROOK, Ill. — The EPA has approved Underwriters Laboratories Inc. to certify equipment used to recover and recycle R-12 refrigerant from auto air conditioners.

The Clean Air Act requires service facilities to use EPA-approved equipment to service auto air conditioners. The approval is retroactive and covers UL-approved equipment already in use.

As part of its testing procedure, UL simulates a typical day of operation for the equipment by removing and cleaning refrigerant from the equivalent of 18 auto air conditioners and by testing the purity of the recycled refrigerant. To be certified, the equipment must clean the recovered refrigerant of moisture, oil and air to minimum SAE purity levels.

Aftermarket hits high, MEMA says

RESEARCH TRIANGLE PARK, N.C. — The aftermarket business in parts and service reached an all-time high of $110.6 billion in 1991, according to the Motor and Equipment Manufacturers Association, representing a 3 percent increase from 1990.

Aftermarket product purchases rose 1.7 percent in 1991 to $82.6 billion, while service business rose 7.2 percent to $28 billion.

Service business continues to grow as a share of the aftermarket. In 1991, purchased service accounted for 25.3 percent of all expenditures, up from 24.4 percent in 1990.

Hyundai mails discounts on service to customers

FOUNTAIN VALLEY, Calif. — Hyundai Motor America is offering special discounts on maintenance to more than 500,000 of its customers with the Preferred Owner's Program.

The program, which is coordinated through Hyundai dealerships, sends coupons good for discounts on service work to Hyundai owners three times a year.

Under the program, Hyundai dealers select from a menu of discount offers.

The mailings are handled by the corporate office in Fountain Valley, Calif.

Dealers receive a list of customers who were mailed the discount offer and timing of the mailing so dealership personnel can follow the offer with personal contact.

Last spring, the first mailing included discounts on services such as cooling system maintenance, lube, oil and filters, tune-ups, front brake specials, automatic transmission service and 30,000-mile maintenance.

The second round of coupons was sent in July offering a free 21-point inspection and discounts on an air-conditioning inspection, 7,500-mile maintenance and vehicle security systems.

The third round will be sent out in November, just in time for the holidays. Hyundai dealers are now selecting from a list of more than 20 items the coupon discounts to be offered in the mailing.

"This is an effective way to keep our consumers happy and show our commitment to quality service," said Frank Ferrara, director of parts for Hyundai Motor America.

"Vehicle maintenance is an important part of the confidence equation for our customers," Ferrara said.

The program is the latest in a series of moves by the Korean automaker to repair its quality image that was tarnished in the late 1980s.

Last year with the introduction of its Elantra sedan, Hyundai introduced the ValueCare Ownership Program, which provided scheduled maintenance for Elantras at no charge for two years or 24,000 miles.

The automaker also increased its warranty coverage for powertrains to 5 years/60,000 miles from 3 years/36,000 miles.

Hyundai Motor America has 500 dealers nationwide.

Service business rises in July

Business at new-car dealerships this summer continues to be better than last year, according to the *Automotive News* Service Index. Service business in July was 107 percent of the volume recorded in July 1991.

July's showing was the second consecutive monthly increase in the index. The June result was 108.7 percent of the previous year's figure.

For the year to date, service business totaled 104.1 percent of the amount recorded in the first seven months of 1991.

For July, large gains were noted in shop parts sales, up 9.4 percent, and sales of all parts and accessories, up 8.3 percent. Gross profit on all labor and parts and accessory sales rose 6.2 percent; total labor sales were up 4.1 percent.

Large year-to-date increases also were noted for shop parts sales and sales of all parts and accessories. The only decline was in repair orders written, down a scant 0.1 percent for the period.

Despite the overall increase, a number of dealers said their repair business was down during July. A common reason cited was technician vacations. Others blamed a continued soft economy and the fact that late-model cars need less maintenance.

Of those reporting an increase, reasons cited included the hiring of more technicians, which increased the business volume, and more parts sales per repair order due to sales training.

Figures used in the Service Index are complied from a cross-section of new-car dealerships.

SERVICE INDEX
107.0★

	July, '92 vs. July, '91	Jan.-July, '92 vs. Jan.-July, '91
Gross Profit on All Labor and P&A Sales	+ 6.20%	+ 2.60%
Repair Orders Written	– 0.01%	– 0.01%
Total Labor Sales (Customer & Warranty)	+ 4.10%	+ 1.20%
Shop Parts Sales (Customer & Warranty)	+ 9.40%	+ 6.70%
Sales of All P&A	+ 8.30%	+ 6.50%

★ Survey by Automotive News shows that dealers' service and parts business in July 1992 was 107.0 percent of business in July 1991. Service business in 1992 was 104.1 percent of business in the corresponding period in 1991.

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Extra day helps sales move up

Scenario unaltered: Trucks do the job

JIM HENRY
Staff Reporter

Truck sales rolled on in mid-August, despite a continuing drop in consumer confidence.

Sales of light trucks, including pickups, minivans and sport-utilities, jumped 23.4 percent above a poor year-ago period. The surge offset mediocre car sales and pushed the total market 5.8 percent above 1991.

Car sales sagged 3.3 percent despite improvements for Ford Motor Co. and Toyota Motor Sales U.S.A.

Percentage changes are based on the daily selling rate. There were nine selling days in the mid-August period this year and eight last year. Total sales were 358,251 this year and 300,969 in 1991.

August sales show "it's clear the bust is over," said Tom Webb, chief economist for the National Automobile Dealers Association.

But the Conference Board in New York reported that its consumer confidence index fell again in August, following a sharp drop in July. "There now appears to be scant likelihood of any significant quickening in the pace of economic growth in the immediate months ahead," said Fabian Linden, executive director of research.

Light-truck buyers seem to have a more bullish view.

Trucks accounted for 40 percent of the light vehicles sold in mid-August, compared to 34 percent a year ago. Domestic trucks rose 32.3 percent while imported trucks dropped 29.7 percent.

Through July, trucks had 35.3 percent of the total 1992 market vs. 33.1 percent in 1991.

General Motors sold 48,506 domestic light trucks in mid-August, 19.3 percent above the year-ago period's daily rate. Sales of the C/K pickup shot up 49.5 percent.

GM cars fell 10.4 percent in mid-August. Besides Saturn, Cadillac was the only GM division that posted higher car sales than a year ago on a daily-rate basis. Cadillac was up 19.3 percent. Sales skyrocketed for the Eldorado and Seville, which were lame ducks awaiting radically restyled models a year ago. Seville sales were 10 times the year-ago total.

Saturn's daily rate was 35.3 percent above the year-ago period, yet Saturn's numbers have plunged in August because dealers are short of 1992 models. Saturn averaged more than 7,000 sales per 10-day period in June and July, but fewer than half that so far in August.

Ford Motor Co. was the only one of the Big 3 with a higher sales rate for both cars and trucks. Ford's truck sales ballooned 36.7 percent; car sales were up 12.6 percent. The company's combined car-truck sales rose 22.8 percent.

Chrysler Corp.'s sales rate improved 21.5 percent on a 43.3 percent upswing in light trucks. *Automotive News* estimates 10-day sales for Chrysler and for most imports.

Toyota's corporate sales rate rose 19.1 percent, even though Japanese marques as a group dipped 3.4 percent. Lexus improved 70.0 percent; Toyota cars rose 16.9 percent; its trucks were up 12.9 percent.

Sales for American Honda Motor Co. Inc. slipped 12.5 percent on a daily rate basis. Ten-day sales for Nissan Motor Corp. in U.S.A. fell 24.4 percent.

10-DAY CAR AND TRUCK SALES, BY MAKE

	Aug. 11-20, 1992	Aug. 11-21, 1991
ALFA ROMEO (imp. car)*	60	85
Acura (imp. car)	3,080	3,485
Domestic car	14,080	14,983
Imported car	4,501	4,244
Honda	18,671	19,227
AMERICAN HONDA	22,331	22,982
ASTON MARTIN		
Imported car*	2	2
BMW (imp. car)*	1,863	1,458
Domestic car*	2,384	2,192
Imported car*	0	14
Domestic truck*	148	92
Chrysler Division*	2,531	2,298
Domestic car*	6,712	6,174
Imported car*	717	1,074
Domestic truck*	16,725	10,375
Imported truck*	128	88
Dodge*	24,282	17,711
Domestic car*	699	643
Imported car*	320	234
Eagle*	1,019	877
Domestic truck*	6,461	4,008
Jeep*	6,481	4,988
Domestic car*	3,905	3,591
Imported car*	445	470
Domestic truck*	6,166	3,825
Plymouth*	10,515	7,886
Domestic car*	13,699	12,600
Imported car*	1,482	1,792
Domestic truck*	29,500	18,300
Imported truck*	128	88
CHRYSLER CORP.*	44,809	32,788
Imported car*	102	197
Imported truck*	30	58
DAIHATSU*	132	255
FERRARI (imp. car)*	24	24
Domestic car	32,651	25,422
Imported car	902	913
Domestic truck	44,109	28,883
Ford Division	77,722	55,218
Domestic car	3,711	3,434
Lincoln	3,711	3,434
Domestic car	10,897	8,051
Imported car	1,680	1,573
Domestic truck	309	0
Mercury	12,577	9,624
Domestic car	47,259	36,907
Imported car	2,642	2,486
Domestic truck	44,418	28,883
FORD	94,319	68,276
Domestic car	12,146	12,661
Buick	12,146	12,661
Domestic car	4,303	3,205
Cadillac	4,303	3,205
Domestic car	24,044	22,524
Imported car	2,298	2,880
Domestic truck	36,210	26,820
Imported truck	109	56
Chevrolet	62,661	52,280
GMC	11,684	7,929
Domestic car	8,454	10,514
Domestic truck	605	828
Oldsmobile	9,059	11,342
Domestic car	11,168	10,617
Imported car	437	1,090
Domestic truck	687	560
Pontiac	12,292	12,267
Domestic car	3,470	2,280
Saturn	3,470	2,280
Domestic car	63,585	61,801
Imported car	2,735	3,970
Domestic truck	48,506	36,137
Imported truck	109	56
GENERAL MOTORS	114,935	101,964
HYUNDAI*†	2,837	3,487
Imported car*	195	246
Domestic truck	2,260	1,099
Imported truck*	701	1,234
ISUZU*	3,156	2,579
JAGUAR (imp. car)*	137	250
LAMBORGHINI (imp. car)*	4	4
LAND ROVER (imp. trk.)*	72	72
LOTUS (imp. car)*	8	8
MASERATI (imp. car)*	6	6
Domestic car	2,406	1,521
Imported car	4,204	3,726
Domestic truck	335	326
Imported truck*	2,697	3,916
MAZDA*	9,642	9,489
MERCEDES-BENZ		
Imported car*	1,385	1,427
Domestic car	1,295	1,735
Imported car*	2,975	2,245
Imported truck*	631	735
MITSUBISHI*	4,901	4,714
Infiniti	1,264	1,532
Domestic car*	4,217	2,512
Imported car*	5,379	9,074
Domestic truck	3,419	3,486
Imported truck*	993	1,248
Nissan*	14,869	16,329
NISSAN MOTOR CORP.	15,272	17,952
PEUGEOT (imp. car)*	5	84
PORSCHE (imp. car)*	117	122
ROLLS/BENTLEY		
Imported car*	9	13
SAAB (imp. car)*	653	656
STERLING (imp. car)*	8	148
Domestic car	1,304	1,103
Imported car*	2,243	1,387
SUBARU*	3,547	2,490
Imported car	164	142
Imported truck	565	413
SUZUKI†	730	555
Lexus (imp. car)	2,927	1,530
Domestic car	12,289	9,946
Imported car	9,290	6,467
Domestic truck	2,857	0
Imported truck	5,759	6,784
Toyota	30,195	23,197
TOYOTA MOTOR SALES	33,122	24,727
Audi (imp. car)*	260	232
Imported car*	1,962	2,487
Imported truck*	23	205
Volkswagen*	1,985	2,692
VWoA*	2,245	2,923
VOLVO*†	1,920	1,730
YUGO (imp. car)*	9	84
Domestic car	188,134	143,188
Imported car	55,114	54,825
TOTAL CAR	215,248	197,928
Domestic truck	131,295	88,231
Imported truck	11,708	14,809
TOTAL TRUCK	143,003	103,040
TOTAL CAR & TRK	358,251	300,969

*Estimated †Breakdown of North American built and imported car sales not available.
There were 9 selling days in the period this year and 8 last year.

INCENTIVE WATCH— DEALER INCENTIVES

CONTINUING PROGRAMS

ACURA (1992 models; expires Nov. 3)
Legend sedan $2,500
Legend coupe $1,000

AUDI (1991 models, no expiration date)
Audi 100 and 200 $1,500
Audi 90 $1,000
Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)
750iL (1991) $10,000

CADILLAC (1992 models, expires Sept. 23)
Eldorado, Seville (except STS) $0-1,500, based on number sold

CHEVROLET (1992 models, expires Sept. 23)
Corvette ZR-1 $2,000
Other Corvette $1,000
G van conversion $1,000

CHRYSLER (1991-92 models; expires Aug. 31)
Imperial, all New Yorker $1,000-2,000, quota

FORD (1992 models; expires Sept. 23)
Taurus SHO (demos) $2,000
Econoline van conversion $750

GMC (1992 models; expires Sept. 23)
G van conversion $750-1,000, quota

HONDA (1992 models; expires Sept. 30)
Accord $500
Civic $400

ISUZU (expires Sept. 30)
Impluse (1991) $2,500
Impulse (1992) $1,500
Stylus (1991 Calif.) $800-2,000
Stylus (1991) $800-1,100
Stylus (1992) $500
*Pickup (1991-'92) $800-1,600
*Rodeo (1991-'92) $400-1,400
*Dealer can choose flat payment or one based on number sold.
Dealer has the option to sharing rebate with buyer.

LOTUS (1991, no expiration date)
Elan $5,000
Esprit Turbo $11,000-15,000

MITSUBISHI (1992 models; expires Sept. 30)
Expo/Eclipse (combined) 0-$1,200, based on number sold
Galant or pickup (dealer's choice) 0-$1,200, based on number sold

NISSAN (1992 models; expires Sept. 30)
Maxima SE $250
Sentra 2-dr. $800
Other Sentra $950
Maxima GXE $1,000
240SX (except conv.) $1,000
Stanza $2,000
Pickup $1,750

PEUGEOT (no expiration date)
405 $5,000
505 $6,000

SUBARU (1992 models, expires Nov. 3)
Legacy (invoiced before Feb. 4) $500-2,500
Legacy (invoiced after Feb. 3) $1,000-3,000
SVX $2,000
Loyale awd wagon $800

SUZUKI (expires Oct. 2)
Swift (1993) $300-500
Swift (1992) $500-1,000
Sidekick (1993) $300-600
Sidekick (1992) $700-1,000

TOYOTA (expires Sept. 2)
Corolla (1992 only) $800-$1,000, quota
Celica $600-800, quota
Tercel $200-$400, quota
Pickup base $800-1,000, quota
Other pickup $300-500, quota

VOLKSWAGEN (1992 models; expires Sept. 5)
Cabriolet $1,500
Corrado G60 $1,200
Passat $750
Jetta $500

ONE PRICE

No-haggle system picks up support

continued from PAGE 1

against the one-price trend as it addresses "finding ways to make the sales experience more pleasant for the customer."

Ehlers studied an original group of 24 one-price dealers in April and May to reach her findings. Since then, she has talked to 39 other dealers. And she says she has "a huge stack of messages from other one-price dealers who want to talk about what they're doing."

The original group of 24 included many domestic-make dealers and dealers whom Ehlers calls "desperate to try anything to increase sales." But she said that is changing rapidly.

Today, she says, import and domestic dealers — successful and marginal — are trying the idea in equal numbers.

Some results from the study:

- Ninety-two percent of the dealers studied said sales have increased since they went to one-price selling. Greg Stewart, chief executive officer of Westwood Buick in Westwood, N.J., said his sales have doubled to 60 units a month since he switched.
- Half the dealers said their average grosses have increased since the onset of one-price. Twenty-five percent said it hasn't had any effect on grosses, and 25 percent said grosses have declined.

Ehlers said such disparity could reflect the many different approaches dealers are taking to one-price. She said she believes the differences in performance will be reduced as a standard emerges.

For example, in setting prices, 33 percent of the dealers said they adjust their one-price-stickers according to factory incentive programs; 29 percent do so "when inventory conditions require;" and 10 percent said they change the prices "every two or three days."

Dealers also report widely varied practices in handling trade-ins and extending no-haggle policies to their used-car operations.

Fifty-four percent of the dealers studied said they still negotiate trade-in values. Sixty-five percent said they practice one-price only on new cars, while 35 percent said new and used cars are being handled identically.

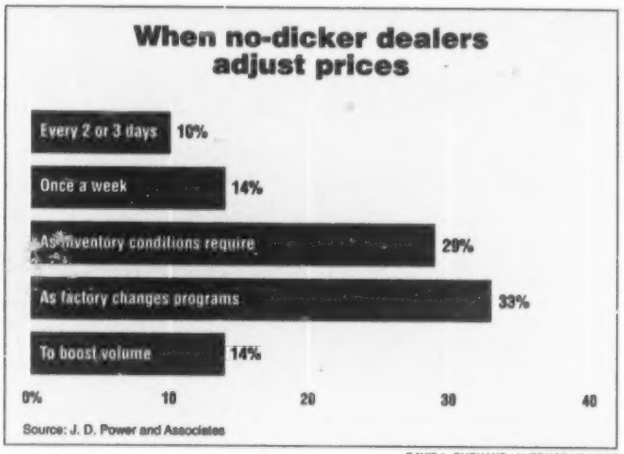
The Power study addresses local-market, dealer-initiated one-price selling. Another study is due late this year on national pricing strategies set by manufacturers such as General Motors' Saturn Corp. and Ford Motor Co.

Ehlers said consumer dissatisfaction with the current system is so great that dealers and manufacturers will have to respond. But she said that establishing a true one-price strategy should be left to individual dealers who best know their costs, grosses and the price that the market will bear.

"Can you really use national solutions for local problems? I don't think so," she said.

Even at Ford Division, where the $10,499 one-price program for all Escort LX models has met with great success, General Manager Ross Roberts believes that the final transaction price is up to the dealer.

"Competition really determines what your price is," Roberts said. "We can suggest a price of $10,499," but if the market won't bring it, dealers are going to cut into their gross to make the deal.



DAVID L. BURHANS / AUTOMOTIVE NEWS

> "Can you really use national solutions for local problems? I don't think so."
>
> **DORIS EHLERS**
> J.D. POWER AND ASSOCIATES

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.
(Expires Aug. 31; 1991-92 models unless otherwise indicated; in lieu of rebates, finance rates of 4.9 to 9.9 percent are offered.)
Chrysler Imperial, New Yorker, Fifth Avenue $1,500
LeBaron Coupe, (1991-93), Sedan ('91) $1,500
Imperial ('93), Fifth Ave. ('93) $1,250
New Yorker Salon, LeBaron sedan ('92) $1,000
New Yorker Salon ('93) $750
Dodge Daytona ('91), Spirit ('91) $1,500
Dynasty, Daytona ('92-93), Spirit ('92) $1,000
Dynasty ('93) $750
Shadow $700
Colt 3-dr, (excludes Calif. and Hawaii) $700
Dodge Ramcharger $2,000
Ram pickup (gas, '91-93) $1,500
Ram wagon, van/conversion ('91-93) $1,000
Dakota, Ram 50 $500
Eagle Talon (awd) $1,500
Talon (2wd) $1,000
Summit 4 door $1,000
Summit 3-dr. (except Calif. and Hawaii) $700
Summit wagon ('92) $500
Jeep Cherokee $1,500
Wrangler, Comanche $500
Cherokee ('93) $500
Plymouth Laser (awd), Acclaim ('91) $1,500
Acclaim (92), Laser (2wd) $1,000
Sundance $700
Colt 3-dr. (except Calif. and Hawaii) $700
Vista $500
Minivans Short wheelbase $500
Caravan C/V short and long w.b. $500
Long wheelbase Calif. and) Hawaii only) $500

FORD MOTOR CO.
1993 models
Expires Sept. 23. In lieu of rebates, 7.9 percent financing is available.
Ford Festiva $500
Escort (regional) 0-$400
Mercury Capri $500
Tracer (regional) 0-$400

1992 models
Expires Sept. 23. In lieu of rebates, financing rates of 2.9 to 7.9 percent are offered.
Ford Probe, Thunderbird $1,500
Festiva, Taurus SHO $1,000
Other Taurus (regional) $750-1,000
Mustang (regional) $500-1,000
Tempo, Crown Victoria $500
Escort (regional) $400-1,000
Ford Econoline RV $1,300
Bronco $1,000
Ranger (regional) $750-1,000
Aerostar (regional) $500-1,000
F series $300
Lincoln Mark VII $3,000
Town Car $2,000
Continental $2,000
Mercury Cougar $1,500
Capri (regional) $1,000-1,500
Sable (regional) $750-1,000
Tracer (regional) $400-1,000
Grand Marquis $750
Topaz $500
Crown Victoria; Grand Marquis for owners of Ford Motor Co. products $1,000

1991 models
Expires Sept. 23. In lieu of rebates, financing rates of 2.9 to 7.9 percent are offered.
Ford Probe (regional) $1,500-2,000
Thunderbird $1,500
Mustang (regional) $1,000-1,500
Taurus SHO (regional) $600-1,000
Other Taurus (regional) $400-1,000
Tempo $400
Ford Econoline E-150 RV pkg. $1,300
Bronco $1,000
Aerostar (regional) $400-1,000
Ranger, F series, Econoline, Club Wagon $400
Mercury Capri $2,000
Cougar $1,500
Tracer LTS (regional) $400-1,500
Other Tracer, Sable (regional) $400-1,000
Topaz $400

GENERAL MOTORS
1992 models
Expire Sept. 23. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered. Some rebates vary by regions.
Buick Century, LeSabre $250-1,000
Skylark $500-1,250
Regal $750-1,500
Roadmaster, Park Avenue $1,000
Riviera $2,000
Rebates based on option package ordered.
Cadillac DeVille, Brougham, Fleetwood $2,500
Chevrolet Geo Metro (manual), Camaro, Corsica, Beretta, Caprice $500
Geo Metro (automatic) $700
Cavalier $750
Geo Metro conv. $1,000
Geo Storm, Geo Prizm, Lumina $1,500
Chevrolet C/K pickups $300
Astro, G-Van $500
Geo Tracker (2wd), S/T pickup Lumina APV $750
Geo Tracker (4wd) $1,000
G-Van Upfit $1,300
S/T Blazer $2,000
GMC G-Van, Safari $500
Sonoma $750
Jimmy (exclude Typhoon) $2,000
Oldsmobile Sihouette, Eighty Eight $500-1,000
Cutlass Supreme $500-1,250
Custom Cruiser, Bravada $500-2,000
Toronado $500-2,500
Achieva $750
Cutlass Ciera $1,000
Ninety Eight $1,500
Some rebates may vary by region.
Pontiac Sunbird, Grand Am $500
Grand Prix $500-750
Bonneville, Firebird Trans Sport $750
Rebates vary by geographical areas.

1991 models
Chevrolet Geo Storm (expires Sept. 23) $750

HYUNDAI (expires Oct.2)
Sonata ('91) $2,000
Excel ('91) $1,200
Scoupe SE ('91) $1,000
Other Scoupe ('91) $1,500
Sonata ('92) $1,500-$2,000
Elantra ('92) $750-1,000
Excel ('92) $500-750
Scoupe ('92) $500-750

MAZDA (1992 models, expire Sept. 8)
Protege, MX-6 $1,400
626 $1,200
MPV $1,000
Navajo $750-1,500
Pickups $750-1,000
Navajo and pickup rebates vary by model and region.

How Power examined one-pricers

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — For its study, J.D. Power and Associates defines one-price selling as a system that "establishes a unique, market-adjusted retail price for each vehicle, publishes that price and then sells the vehicle for that price."

Power began the study in April by contacting 24 one-price dealers around the country and conducting 60-minute interviews with the dealer principal and general manager. That was followed by two focus group sessions attended by representatives from all 24 dealerships.

Study director Doris Ehlers did on-site, videotaped interviews with management, salespersons and customers at seven of the 24 dealerships.

Since beginning work on the study, Ehlers says she has talked to 39 more one-price dealers and has conducted the same 60-minute interview with each one of them. While those 39 were not part of the initial study, Ehlers says that in almost every case, the findings from the second group echo what was found from the first.

She says that the study is "more qualitative than what you usually see out of Power," but that it is meant "to start a dialogue among dealers and their management, among manufacturers," about one-price strategies.

A more quantitative study will be released in December. It will measure how widespread the practice is, break down the practice by nameplate and discuss in detail how it is affecting dealer profits.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
GENERAL MOTORS		
Willmington, Del.	8/31	*
Chevrolet Corsica		
Chevrolet Beretta		
Willow Run, Mich.	8/31, 9/7	2,000
Buick Roadmaster Estate wagon		
Chevrolet Caprice sedan & wagon		
Olds. Custom Cruiser wagon		
Total U.S. car		2,000
Total units lost week of 8/31		2,000

*Plant closed until September for model changeover

Source: Automotive News Data Center

Ministers ready to buy Ill. dealership

KATHY JACKSON
Staff Reporter

A group of Chicago-area ministers may close a deal this week to acquire a Chrysler dealership.

Chrysler spokesman Tom Houston would not confirm that the deal is imminent, but says Chrysler is "ready to go" as soon as the group meets the company's requirements.

Houston says the group needs $800,000 — $400,000 in unencumbered funds — and a dealer that meets Chrysler's approval. Sources say the ministers have $1 million and a candidate.

Harvey Chrysler-Plymouth closed in July when owner Bobbie Faulkner, a black man, declared bankruptcy.

The dealership is in Harvey, Ill., a predominantly black community, and the ministers initially staged a sit-in to prevent Chrysler from closing the business.

That's when Chrysler agreed to negotiate with the ministers about them acquiring the dealership.

Sources say the ministers have selected Detroiter Cliff Curry to run the store.

Houston confirmed that the ministers are talking with Curry. AN

GM trucks draw Ditlow blast

WASHINGTON — The Center for Auto Safety has asked the National Highway Traffic Safety Administration to investigate certain GMC and Chevrolet pickup trucks equipped with fuel tanks that sit outside the protective frame rails.

The center says such tanks, used in 1973 to 1987 models, can break open in side collisions.

Clarence Ditlow, executive director of the center, said he believes there are as many as 2 million such trucks on the road.

A NHTSA spokesman said agency officials are reviewing the petition. NHTSA has 120 days to decide whether to begin a recall investigation.

Ditlow said NHTSA's earlier safety testing of the pickups failed to detect the potential gas tank problem because the agency conducted only frontal-crash tests.

Ditlow claimed GM has settled out of court lawsuits that resulted from accidents in which gas tanks ruptured in collisions and caught fire. He said the out-of-court settlements kept the lawsuits from getting wider notoriety.

— *Max Gates*

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 8/24-8/29/92	Actual 8/17-8/22/92	8/1-8/29/92	Year 1/1-8/29/92	Year 1/1-8/31/91
Concorde (Can.)	10	0	10	24	0
LeBaron A	600	612	1,326	1,806	0
LeBaron J	600	546	1,535	35,758	18,707
New Yorker	600	340	1,284	10,887	4,773
Fifth Avenue	1,350	1,367	4,275	27,925	20,699
Imperial	175	163	606	3,679	5,051
Town & Country (trk.)	540	610	1,835	11,308	2,715
Total Chrysler Div.	**3,875**	**3,638**	**10,863**	**91,387**	**51,945**
Sundance	1,825	1,872	5,956	42,118	37,486
Acclaim	1,750	1,623	5,147	49,732	51,945
Voyager (trk.)	2,460	2,484	7,853	66,361	62,711
Voyager (Can. trk.)	3,186	3,176	9,998	86,799	71,379
Total Plymouth	**9,221**	**9,155**	**28,954**	**245,010**	**223,521**
Intrepid (Can.)	1,265	1,069	2,879	4,876	0
Daytona	375	346	1,220	9,434	5,005
Shadow	1,950	2,030	6,449	63,705	42,380
Dynasty	1,900	2,124	6,718	57,679	74,650
Spirit	1,625	1,710	4,826	48,173	46,419
Viper	6	14	30	118	0
Monaco (Can.)	0	0	0	0	6,076
Caravan (trk.)	2,760	2,884	9,078	85,766	73,731
Caravan (Can. trk.)	3,384	3,380	10,722	110,554	92,434
Caravan C/V (trk.)	12	23	60	1,951	2,328
Caravan C/V (Can. trk.)	30	0	6	4,425	12,160
Dakota (trk.)	3,450	3,479	10,995	93,641	53,914
Ram pickup (trk.)	1,100	1,164	3,629	37,543	52,496
Ram wagon (Can. trk.)	350	350	1,179	14,842	13,147
Ram van (Can. trk.)	1,610	1,626	5,158	45,919	24,874
Total Dodge	**19,817**	**20,199**	**62,949**	**578,626**	**499,614**
Vision (Can.)	625	536	1,427	2,856	0
Premier (Can.)	0	0	0	0	7,681
Cherokee (trk.)	3,000	3,274	9,683	89,752	89,777
Comanche (trk.)	0	0	0	915	3,430
Grand Cherokee (trk.)*	4,200	3,607	10,780	54,407	1,560
Briarwood (trk.)	0	0	0	325	1,951
Wrangler (trk.)	1,350	1,702	4,150	6,062	0
Wrangler (Can trk.)	0	0	0	29,026	39,522
Total Jeep-Eagle	**9,175**	**9,119**	**26,940**	**183,343**	**143,921**
Total U.S. car	**12,756**	**12,747**	**39,372**	**351,014**	**307,115**
Total Can. car	**1,900**	**1,805**	**4,308**	**7,756**	**13,757**
Total U.S. truck	**18,872**	**19,227**	**58,063**	**448,031**	**344,613**
Total Can. truck	**8,560**	**8,532**	**27,063**	**291,565**	**253,516**
CHRYSLER CORP.	**42,088**	**42,111**	**128,807**	**1,098,366**	**919,001**
Escort	5,699	5,770	12,702	120,734	140,600
Mustang	0	2,815	7,958	64,014	60,113
Tempo	3,488	3,474	10,373	93,142	73,852
Tempo (Can.)	2,944	3,013	9,633	83,741	71,687
Taurus	10,274	8,801	25,788	263,494	211,204
Thunderbird	1,884	1,546	1,923	55,813	50,233
Crown Victoria (Can.)	2,015	2,016	6,507	72,375	62,203
Aerostar (trk.)	4,954	3,463	11,964	123,166	111,594
Bronco (trk.)	710	687	2,210	16,869	10,689
Explorer (trk.)	2,944	4,944	16,855	198,604	179,294
Mazda Navajo (trk.)	0	0	0	2,982	7,781
Econoline (trk.)	4,480	4,103	13,874	131,269	92,036
Heavy (trk.)	901	1,043	3,234	30,265	22,732
Light truck (trk.)	9,628	8,257	24,983	290,315	197,810
Light truck (Can. trk.)	1,656	2,667	8,299	85,952	66,524
Ranger (trk.)	0	0	2,749	158,169	176,742
Total Ford Division	**51,577**	**52,599**	**159,850**	**1,790,904**	**1,535,094**
Topaz	912	926	3,026	39,136	31,592
Topaz (Can.)	1,200	1,395	4,244	33,778	23,225
Cougar	1,242	754	1,002	36,231	40,738
Sable	2,779	2,337	8,211	85,915	69,130
Grand Marquis (Can.)	2,808	2,784	7,999	71,032	65,487
Mercury Villager (trk.)	664	570	1,708	5,695	0
Nissan Quest (trk.)	379	363	1,016	3,382	0
Total Mercury	**9,984**	**9,129**	**27,206**	**275,169**	**230,172**
Continental	844	847	2,703	25,731	37,434
Mark VII	0	0	0	2,375	6,558
Town Car	2,528	2,543	8,116	77,138	88,061
Total Lincoln	**3,372**	**3,390**	**10,816**	**105,244**	**132,053**
Total L-M Division	**13,356**	**12,519**	**38,024**	**380,413**	**362,225**
Total U.S. car	**29,650**	**29,813**	**81,801**	**663,723**	**609,515**
Total Can. car	**8,967**	**9,208**	**26,382**	**260,926**	**222,802**
Total U.S. truck	**24,660**	**23,430**	**78,592**	**960,716**	**786,678**
Total Can. truck	**1,656**	**2,667**	**8,299**	**85,952**	**66,524**
FORD MOTOR CO.	**64,933**	**65,118**	**197,075**	**2,171,317**	**1,897,319**
Skylark	1,332	1,549	3,072	38,551	28,215
Century	1,979	2,160	5,803	56,289	59,394
Regal (Can.)	700	743	883	61,219	79,889
Riviera	303	91	316	7,804	14,195
Park Avenue	1,918	780	2,519	38,823	74,062
LeSabre	3,614	3,623	10,686	107,345	43,559
Roadmaster sedan	1,197	1,175	3,582	29,865	18,664
Roadmaster wagon	0	0	0	6,657	17,650
Reatta	0	0	0	0	1,206
Total Buick	**11,043**	**10,121**	**26,861**	**346,553**	**336,834**
Eldorado	374	110	382	21,956	7,239
Seville	764	247	817	32,544	16,047
Brougham	590	176	631	3,273	13,050
DeVille	4,000	2,980	7,962	75,175	102,745
Allante	60	64	205	1,352	2,009
Total Cadillac	**5,788**	**3,577**	**9,997**	**134,300**	**141,090**
Cavalier	5,128	2,682	6,026	137,792	167,501
Camaro	0	1,556	5,218	46,024	34,604
Corsica-Beretta	0	2,804	10,339	126,479	163,053
Lumina (Can.)	1,500	1,517	1,817	142,123	151,015
Caprice	973	382	632	72,163	89,739
Corvette	480	480	1,107	14,047	13,814
Astro (trk.)	33	30	5,458	90,811	61,071
Blazer (trk.)	564	516	1,730	15,777	5,534
Lumina APV (trk.)	1,007	871	1,525	29,630	26,036
Mediums (trk.)	115	271	740	4,833	1,019
P-model (trk.)	590	595	1,795	16,494	13,817
Pickup (trk.)	6,514	6,582	20,585	180,637	188,765
Pickup (Can. trk.)	3,323	4,285	11,166	120,308	91,800
S10 (trk.)	4,652	5,453	12,564	122,921	170,816
S10 Blazer (trk.)	2,556	2,140	7,113	83,395	24,852
Sportsvan (trk.)	2,826	3,070	3,649	17,315	26,808
Sportsvan (Can. trk.)	1,353	798	2,529	47,600	33,937
Suburban (trk.)	1,848	1,286	3,952	35,349	20,966
Total Chevrolet	**33,462**	**35,318**	**97,943**	**1,303,998**	**1,285,147**
Achieva/Calais	345	538	1,209	72,718	34,616
Cutlass Ciera	3,070	3,198	8,866	85,408	57,964
Cutlass Ciera (Can.)	0	0	0	0	41,089
Cutlass Supreme	2,400	1,922	2,402	51,700	68,784
Toronado	0	0	0	3,280	3,239
Eighty Eight	1,523	1,265	3,950	46,326	50,432
Custom Cruiser wag.	0	0	0	1,927	5,903
Ninety Eight	80	71	697	18,301	53,826
Silhouette (trk.)	168	147	255	9,327	13,522
Bravada (trk.)	231	249	727	8,078	10,456
Total Oldsmobile	**7,817**	**7,390**	**18,105**	**297,065**	**339,831**
Sunbird	1,910	990	2,241	56,410	77,441
Grand Am	5,198	6,252	17,362	166,469	87,649
Firebird	0	583	1,935	16,502	12,674
Grand Prix	2,440	2,313	4,633	71,345	68,397
Pontiac 6000	0	0	0	0	19,603
Bonneville	2,553	1,184	3,477	62,587	45,298
Trans Sport (trk.)	641	562	992	26,188	16,860
Total Pontiac	**12,742**	**11,884**	**30,639**	**399,501**	**327,922**
Yukon-Jimmy (trk.)	203	302	518	4,832	1,555
Medium (trk.)	127	244	893	13,252	1,592
P-model (trk.)	62	37	184	2,153	1,814
Pickup (trk.)	2,537	2,473	7,770	69,555	81,231
Pickup (Can. trk.)	1,340	1,144	3,789	43,878	34,039
Syclone-Sonoma (trk.)	1,072	1,340	3,442	32,318	40,971
Typhoon-S15 Jimmy (trk.)	917	728	1,988	26,192	8,590
Safari (trk.)	49	72	2,014	37,224	26,318
Suburban (trk.)	800	1,149	2,749	21,946	16,947
Vandura (trk.)	1,008	3,070	3,295	9,904	12,051
Vandura (Can. trk.)	486	255	785	20,690	14,613
Total GMC	**8,601**	**10,814**	**27,428**	**281,944**	**239,721**
Total Saturn*	**4,488**	**5,610**	**17,728**	**135,709**	**55,499**
Total U.S. car	**46,719**	**44,785**	**123,794**	**1,604,821**	**1,508,071**
Total Can. car	**2,200**	**2,260**	**2,700**	**283,342**	**271,993**
Total U.S. truck	**28,520**	**31,187**	**83,939**	**858,131**	**771,591**
Total Can. truck	**6,502**	**6,482**	**18,268**	**232,476**	**174,389**
GENERAL MOTORS	**83,941**	**84,714**	**228,701**	**2,898,770**	**2,726,044**
Can. car	2,100	2,196	4,186	67,208	67,642
Can. trk.	1,300	1,343	2,423	41,369	29,943
CAMI†	**3,400**	**3,539**	**6,609**	**108,577**	**97,585**
DIAMOND-STAR†	**2,192**	**2,223**	**7,047**	**94,050**	**104,430**
Civic	2,235	2,025	6,861	65,849	60,719
Civic (Can.)	1,950	2,180	6,520	72,226	67,238
Accord	7,275	7,568	23,853	252,208	243,318
Total U.S. car	**9,510**	**9,613**	**30,714**	**318,057**	**304,037**
Total Can. car	**1,950**	**2,180**	**6,520**	**72,226**	**67,238**
HONDA	**11,460**	**11,793**	**37,234**	**390,285**	**371,275**
HYUNDAI Sonata (Can.)	**300**	**250**	**604**	**7,599**	**18,294**
AUTOALLIANCE†	**5,773**	**5,206**	**16,029**	**82,612**	**105,283**
U.S. trk.	1,585	1,589	4,524	43,742	46,265
Can. trk.	250	0	467	5,661	4,708
NAVISTAR	**1,835**	**1,589**	**4,991**	**49,403**	**50,973**
Altima	1,380	1,376	3,910	7,187	0
Sentra	2,286	2,237	7,078	80,860	88,757
Pickup (trk.)	2,736	2,794	9,022	87,544	87,626
NISSAN	**6,402**	**6,407**	**20,010**	**175,591**	**176,383**
Geo Prizm	1	5	1,016	52,499	65,790
Toyota Corolla	1	4	1,475	72,484	73,727
Toyota Pickup (trk.)	1,930	1,853	6,091	43,603	0
NUMMI	**1,932**	**1,862**	**8,582**	**168,586**	**139,517**
Legacy	1,184	1,112	3,743	39,000	38,503
Pickup (trk.)	508	543	1,843	15,839	17,331
Rodeo (trk.)	836	886	2,922	27,976	17,725
Total U.S. car	**1,184**	**1,112**	**3,743**	**39,000**	**38,503**
Total U.S. trk.	**1,344**	**1,429**	**4,765**	**43,815**	**35,056**
SUBARU-ISUZU	**2,528**	**2,541**	**8,508**	**82,815**	**73,559**
Camry	4,887	4,988	15,596	160,495	136,263
Corolla (Can.)	0	1,450	4,017	48,129	43,379
TOYOTA	**4,887**	**6,438**	**19,613**	**208,624**	**179,642**
VOLVO 740, 940 (Can.)	**118**	**89**	**113**	**4,122**	**5,504**
AM GENERAL (trk.)	**300**	**300**	**900**	**12,000**	**13,650**
MISCELLANEOUS (trk.)**	**1,920**	**1,820**	**6,044**	**76,700**	**80,920**
Total U.S. car	**116,339**	**114,109**	**331,576**	**3,726,802**	**3,541,491**
Total Canada car	**17,535**	**19,238**	**50,830**	**671,310**	**710,409**
Total U.S.-Canada Car	**133,874**	**133,347**	**382,406**	**4,398,112**	**4,251,900**
Total U.S. truck	**81,867**	**83,629**	**252,000**	**2,574,282**	**2,187,399**
Total Canada truck	**18,268**	**19,024**	**56,521**	**657,023**	**529,080**
Total U.S.-Canada truck	**100,135**	**102,653**	**308,521**	**3,231,305**	**2,716,479**
TOTAL U.S.	**198,206**	**197,738**	**583,576**	**6,301,084**	**5,728,890**
TOTAL CANADA	**35,803**	**38,262**	**107,351**	**1,328,333**	**1,239,489**
TOTAL U.S.-CANADA CAR & TRUCK	**234,009**	**236,000**	**690,927**	**7,629,417**	**6,968,379**

*Estimate

*1991 figures reflect Grand Wagoneer production.

†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; AutoAlliance includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz

Source: Automotive News Data Center

Van Nuys ends run of GM 'F'

GWENDOLYN ZONGHETTI
Special Correspondent

After 45 years of operation, General Motors closed its assembly plant in Van Nuys, Calif., last Thursday.

The last vehicle assembled at the plant was a red Chevrolet Camaro. The 1993 GM F-cars, the Camaro and the Pontiac Firebird will be produced in St. Therese, Quebec.

In the United States last week, car production was scheduled at 116,339, up 2.0 percent from the prior week and 16.1 percent over the year-ago week.

Year-to-date U.S. car production is 3,726,802, up 5.2 percent from the year-ago week.

Truck production in the United States was 81,867 last week, down 2.1 percent from the prior week but up 12.6 percent from the 1991 week. So far this year, 2,574,282 U.S. trucks have been built, up 17.7 percent from 1991.

In Canada last week, car production was scheduled at 17,535, down 8.9 percent from the prior week and 19.6 percent below the year-ago week.

Year-to-date auto production in Canada is 671,310, down 5.5 percent from the 1991 week.

Last week, truck production in Canada was estimated at 18,268, down 4.0 percent from the prior week but jumping 31.9 percent ahead of the same point in 1991.

So far this year, 657,023 trucks have been produced in Canada, up 24.2 percent from 1991.

Last week scheduled car and truck production was shared as follows:

GM, 37.9 percent; Ford Motor Co., 27.3 percent; Chrysler Corp., 16.0 percent; Honda of America Manufacturing Inc., 4.8 percent; Nissan Motor Manufacturing Corp. U.S.A., 3.2 percent; AutoAlliance International Inc., 2.9 percent; Toyota Motor Manufacturing (U.S.A.), 2.5 percent; Subaru-Isuzu Automotive Inc., 1.3 percent; Diamond-Star Motors Corp., 1.1 percent; New United Motor Manufacturing Inc., 1.0 percent; miscelianeous, 1.0 percent; Navistar International Corp., 0.8 percent; AM General, 0.2 percent.

GM scheduled daily overtime last week at the Janesville, Wis., and Moraine, Ohio, truck plants.

A strike at GM's Lordstown, Ohio, metal fabricating plant caused a loss of Chevrolet Cavalier and Pontiac Sunbird production last Friday. Second-shift assemblers were told not to report.

Saturn Corp. was also affected. It did not build cars last Friday because of parts shortages caused by the Lordstown strike. Approximately 1,100 units were lost.

Ford slated daily overtime at its Atlanta and Chicago car plants and the Kansas City, Mo., and St. Louis truck plants.

Chrysler scheduled overtime last Saturday at its St. Louis, and Jefferson North (Detroit) plants.

Canadian plants will be closed Friday, Sept. 4 in observance of the Labor Day holiday. AN